

Career Objectives:

Marketing Executive with 6+ years of experience & proven track records of creating, managing & executing successful Sales & Marketing task. Seeking for a challenging opportunity in Sales to utilize my organizational and marketing skills, in order to increase productivity of organization.

Area of Exposure:

Business Development/Marketing

1. Identifying and networking with prospecting clients.
2. Analyzing marketing trends tracking competitor's activities.
3. Valuable inputs for product enhancement as well sales and marketing strategies.

Channel/Dealer/Distributor/Vendor Management

- 1.Strategic alliance with financially strong and reliable channel partners.
- 2.Monitoring channels sales and marketing activities to accomplish revenue target.
- 3.Deeper market penetration through channel expansion.

Key Responsibilities:

- 1.Generating inquiries and order details from customer.
- 2.Preparing standard offer for various products.
- 3.Collecting customer and competitor's data.
- 4.Approval and registration with customers, consulting firms, Govt. Organization.
- 5.Major & Minor Marketing activities in consultation with seniors.

Significant Highlights:

- 1.Mapped new market including Indore, Jabalpur, Gwalior and Ratlam for the purpose of business growth
- 2.Successfully achieved 60% of the assigned target 2013-14(DPPL), 70% from 2014 -17(MBH), 70% b/w 2017-18(KEI).
- 3.Develop strategic alliance of potential clients (Electrical Contractor, Builder, Distributors) with organization for gaining higher sales share.
- 4.Organized Engineers/Builder/Eléctrical Contractors/Dealer/Retailer meets.

EducationalQualification:

- 1.MBA (Marketing and Finance – 2015 TO 2017), MIPS-Indore, DAVV - 53%
2. B.E. (Electrical & Electronics– 2008 TO 2013) VITM-Indore, RGPV- 66.48%
3. 12th SVN-Indore - 74.88%

WorkExperience:

Darling Pumps Pvt. Ltd:- Indore, Period (2.12.2013-31.05.2015), as a Sales Engineer in Central Region (M.P.).

MBH Pumps (Guj.) Pvt. Ltd:- Ahmedabad Period (01.06.2015-31.01.2017), as Marketing Executive Malwa , Nimar & Gwalior Division (M.P.).

KEI Wires & Cabels:- Delhi (1.06.2017 To 31.12.2018) as (Marketing Executive) to look after Dealer dev. & retail market in Indore & Nimar.

Ultracab india ltd:- Sr. Sales exe in (30.05.2019 To 30.01.2020) Indore(Malwa & Nimar) region.

Kothari Agritech pvt ltd:- Sr. Sales exe (01.02.2020 To 31.10.2020) Indore(Malwa & Nimar) region.

Date of birth: 21st Feb 1991.

Languages: English, Hindi.

Trainings : Digital Marketing from MSME Department

Hobbies & interest: Reading, Internet surfing.

Contact address:23, Jagdish Puri Dhar Road, Indore.

Reference:

Mr.Declaration:

I hereby declare that the information given above is true to the best of my knowledge & belief.

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Date: / / 2023

(Vipin Dubey)

